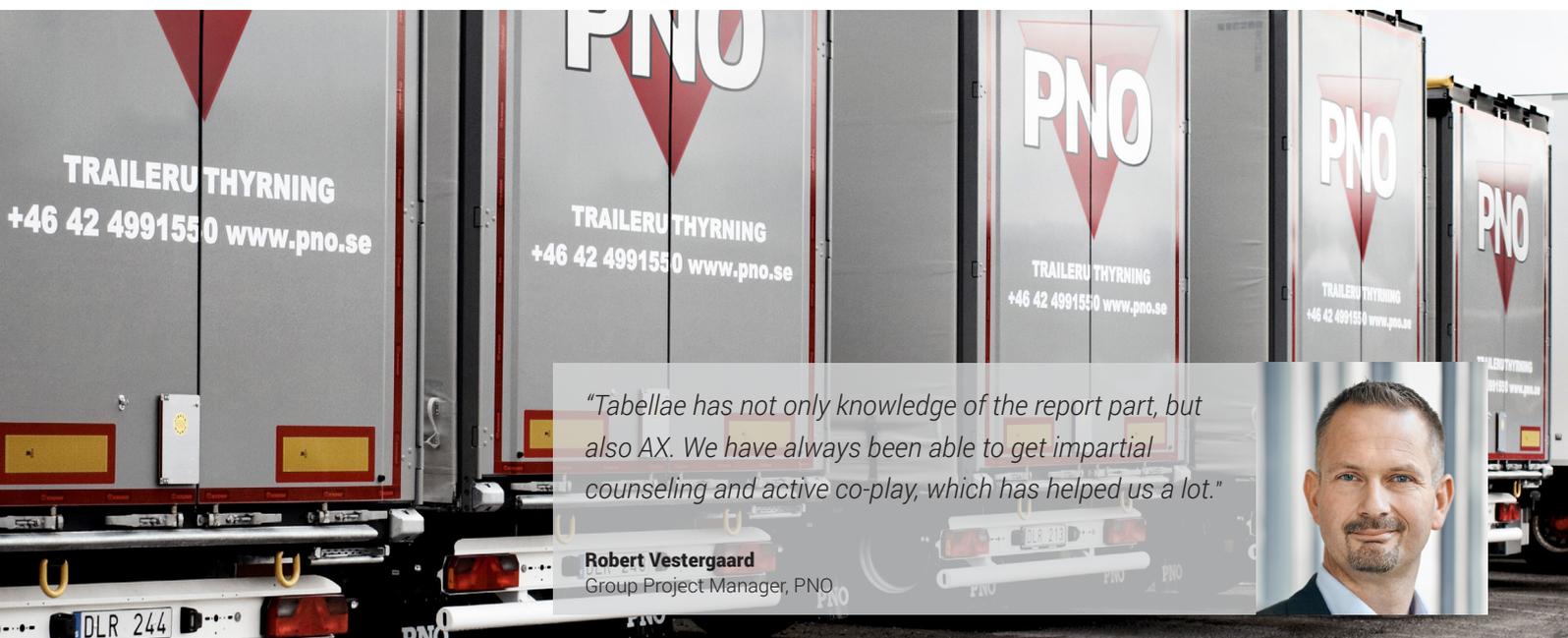


Tabellae's active interplay has given us a well thought out end product



"Tabellae has not only knowledge of the report part, but also AX. We have always been able to get impartial counseling and active co-play, which has helped us a lot."

Robert Vestergaard
Group Project Manager, PNO



About the company

PNO rents and sells transport trailers and is the largest in the Nordic region with over 10,000 trailers.

PNO is present in 5 countries and values relation, trust and flexibility.

The company uses AX R3 together with the rental software Dynarent, which is an add-on specifically for rental.

Results

- Smarter and faster workflows
- Changes made in 5 min. rather than 5 hours
- Happier customers due to electronic invoices that arrive on time and updated information on the website
- Well-thought-out solutions
- Argumentation to customers regarding payments



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PNO was about to go live, when the ERP output should be implemented - and this was to complex to handle on their own in time. The solution gave them an integration between AX and their website, which has provided both smarter and faster workflows.

"We were close to going live with the ERP upgrade, but we had major issues with the documents. Our ERP partner had been too optimistic about how complex the implementation of the document part was, and Tabellae was therefore called in", says Group Project Manager, Robert Vestergaard.

Great knowledge and easy to get hold of

It has been a fantastic collaboration which has given great savings. "If I were to give a good advice today, I would look for two things: whether the company has a basic knowledge of the ERP system and whether they are easy to get hold of. Throughout the start-up period, it has been fantastic to have direct access to 'our own' consultant at Tabellae. We go on Skype, share the screen and then it runs".

Cost focus and comprehensive overview

"We have an effective 1-1 dialogue and if it is critical, Tabellae jumps in immediately. I experience a great deal of flexibility, but also respect for the hours. For example, if I have booked a consultant for a whole day and it takes 2 hours shorter, they just take another support case in instead and don't invoice us the last 2 hours. Tabellae has from the beginning thought about the costs and had the mindset that the solution should not cost any money when it first runs. They have been an effective

link between us and the ERP vendor, and ensured that the end product was good for us to work with.

We have continuously turned to different options, and they have, for example, said 'We would not recommend going that route, as it will cost too much money in relation to the value you get'. That interplay is great! They not only have knowledge of the report part, but they also know AX. Therefore, we have always been able to get independent advice like 'This is how you can do it too'. This active co-play has helped us a lot".

Synchronized data between AX and web

One of the most time-saving initiatives is Trailer-check, where PNO can change data in AX, after which they break through on the website. In this way, rental customers can immediately see pictures of any damages, the availability of trailers, etc. "It has become a great and useful piece of document", says Robert Vestergaard.

"Traceability is also one of the things we are happy about, for example when following up on debtor payments. We can see who sent an invoice, when and to whom. You can't do that properly in AX".

Good business case with savings

"Before Tabellae, we had to call a programmer every time something had to change. Today we are free to spend money on external consultants. I can make changes in 5 min. which strikes through everywhere. On other web services or queries, the effective working time would be 4-5 hours, so the business case is completely ready", Robert concludes.